

Evaluation Matrix	United Health Group (Unimerica)	Dearborn National Downers Grove, IL	ING Employees Benefits	Minnesota Life St. Paul, MN	MetLife Dallas, TX	Prudential Roseland, NJ
Group Life Insurance Plan Request for Proposals No. JSD0105	Golden Valley, MN	Minneapolis, MN				
(1) Business Organization, Insurance company experience, Financial Ratings, Personnel Qualifications and Prior Experience (30 points)	27.0	27.75	27.25	25.25	26.25	24.00
(2) Scope of Work: Responsiveness to RFP Requirements and all Contract Terms, provisions including Commercial and Legal Contract Terms described in Section 0630 of the Solicitation and willingness to adhere to Proposal format required in the RFP (40 points)	37.50	31.75	31.25	30.75	30.25	28.00
(3) Cost/Rates Proposed. Proposer with the lowest cost/rates proposed to the City and for the employees is given the maximum points; percentage ratio formula is applied to remaining Proposers. (30 points)	30.00	29.26	26.52	26.90	24.86	28.12
TOTAL (100 points)	94.5	88.8	85.0	82.9	81.4	80.1

Evaluation Matrix	CIGNA	Lincoln Financial Group	Guardian Life	Unum	The Hartford
Group Life Insurance Plan Request for Proposals No. JSD0105	Philadelphia, PA	Omaha, NE	Dallas, TX	Portland, ME	Simsbury, CT
(1) Business Organization, Insurance company experience, Financial Ratings, Personnel Qualifications and Prior Experience (30 points)	24.5	22.8	21.3	26.8	22.3
(2) Scope of Work: Responsiveness to RFP Requirements and all Contract Terms, provisions including Commercial and Legal Contract Terms described in Section 0630 of the Solicitation and willingness to adhere to Proposal format required in the RFP (40 points)	28.8	27.8	29.0	22.3	30.0
(3) Cost/Rates Proposed. Proposer with the lowest cost/rates proposed to the City and for the employees is given the maximum points; percentage ratio formula is applied to remaining Proposers. (30 points)	26.52	28.51	26.60	26.84	23.29
TOTAL (100 points)	79.8	79.0	76.9	75.8	75.5